

## Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 NSCE-00 SSO-00 IO-14 OIC-04 AGR-20

CEA-02 CIAE-00 COME-00 DODE-00 EB-11 FRB-02 H-03

INR-10 INT-08 L-03 LAB-06 NSAE-00 NSC-07 PA-04 RSC-01

AID-20 CIEP-02 SS-20 STR-08 TAR-02 TRSE-00 USIA-15

PRS-01 SP-03 FEA-02 OMB-01 SWF-02 DRC-01 /193 W

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P R 301830Z APR 74

FM AMEMBASSY BUENOS AIRES

TO AMEMBASSY MANAGUA PRIORITY

INFO SECSTATE WASHDC 6277

LIMITED OFFICIAL USE SECTION 1 OF 2 BUENOS AIRES 3124

MANAGUA FOR AMBASSADOR EBERLE, SECSTATE PASS STR

E.O. 11652: N/A

TAGS: AR, ETRD, OVIP

SUBJECT: AMB EBERLE'S MEETING WITH SECTY TETTAMANTI IN BA APR 23

REF BUENOS AIRES 2963, CARACAS 3770

1. FOLLOWING PARAS CONTAIN UNCLEARED MEMCON RELATING TO  
SUBJECT, EBERLE MISSION REQUESTED TO REVIEW, MODIFY AND CLEAR  
AND INFORM EMBASSY IN ADVANCE FORWARDING APPROVED MEMCON  
TO DEPARTMENT FOR DISTRIBUTION.

PARTICIPANTS: ARGENTINES

AMB LEOPOLDO HUGO TETTAMANTI, SECRETARY OF STATE FOR INTERNATIONAL  
ECONOMIC AND COMMERCIAL RELATIONS, MINISTRY OF ECONOMY;

AMB CONRADO C. BECKMANN, UNDER SECRETARY FOR INTERNATIONAL  
ECONOMIC RELATIONS, MINISTRY OF FOREIGN RELATIONS

AMB GABRIEL MARTINEZ, GOA REPRESENTATIVE TO GATT  
MINISTER LEONARDO VARTALITIS, UNDER SECRETARY OF FOREIGN  
COMMERCE, MINISTRY OF ECONOMY

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MINISTER CARLOS VAILATI, DIRECTORATE OF TREATIES AND

NEGOTIATIONS, MINISTRY OF ECONOMY

AMERICANS

AMB WILLIAM D. EBERLE

AMB ROBERT C. HILL

MR LAWRENCE A. FOX, DEPUTY ASSISTANT SECRETARY, DEPARTMENT  
OF COMMERCE

MR JOSEPH C. MONTLLOR, US EMBASSY

L.B. ELSBERN, US EMBASSY

2. FOLLOWING INTRODUCTIONS AND INTRODUCTORY REMARKS DURING WHICH AMBASSADOR EBERLE EXPLAINED PURPOSE OF MISSION, SECRETARY TETTAMANTI EXPRESSED SATISFACTION AT THE OPPORTUNITY PROVIDED BY THE VISIT OF THE EBERLE MISSION FOR CONSULTATION ON IMPORTANT MULTINATIONAL AND BILATERAL PROBLEMS. IN HIS DESCRIPTION OF THE ARGENTINE POSITION RELATING ITS MULTILATERAL TRADE NEGOTIATIONS, SECRETARY MARTINEZ EMPHASIZED THAT ARGENTINA SEEKS CONSULTATIONS WITH ALL COUNTRIES AND WISHES TO AVOID BECOMING PART OF ANY BLOCK WITHIN THE MTN WHERE ARGENTINA IS ONLY A MINOR PARTICIPANT. HE INDICATED HIS FEELING THAT THE WORLD TRADING SYSTEM SO FAR DEVELOPED BY THE ADVANCED INDUSTRIAL COUNTRIES AND GATT IS ONE THAT POORLY SERVES ARGENTINE INTERESTS. THE RESULT, HE SAID, IS THAT ARGENTINA MUST SEEK SUPPORT FOR ITS POINTS OF VIEW AMONG OTHER LATIN AMERICAN COUNTRIES AND IN THE THIRD WORLD GROUP. THE SYSTEM IS SUCH, HE SAID, THAT THE ATMOSPHERE AT GENEVA IS NORMALLY ONE IN WHICH THE DEVELOPED COUNTRIES ARE SETTLING PROBLEMS AMONG THEMSELVES THAT AFFECT DEVELOPING COUNTRIES BUT THE PRINCIPAL PARTICIPANTS (US, EEC, JAPAN) CONDUCT THEIR NEGOTIATIONS AND FINALIZE AGREEMENTS WITHOUT PROPER OR FULL CONSULTATION WITH MINOR INTERESTS SUCH AS ARGENTINA. HE INDICATED THAT ARGENTINA ALSO BELIEVES THAT IT HAS COMMON INTERESTS WITH THE US AND SHOULD HAVE COMMON POSITIONS BUT THAT THESE ARE NOT ALWAYS IN AGREEMENT WITH THE INTERESTS AND POSITIONS WHICH ARGENTINA MUST NECESSARILY ADOPT WITH OTHERS.

3. AMB TETTAMANTI INDICATED THAT THE ARGENTINE GOVERNMENT HAS A STRONG INTEREST IN THE GSP WHICH MAY BE DEVELOPED BY THE US WHICH COULD PLAY A ROLE IN ASSISTING NEEDED INDUSTRIALIZATION WITHIN ARGENTINA. HE POINTED OUT, HOWEVER, THAT ARGENTINA IS MUCH DISILLUSIONED BY THE FACT THAT ADOPTION OF A GSP BY THE US IS SO LONG DELAYED.

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4. SECRETARY TETTAMANTI EMPHASIZED HIS PREVIOUS REMARKS BY STATING THAT IT WAS IN THIS CONTEXT THAT ARGENTINA, AS A MINOR PARTICIPANT, FOUND IT DIFFICULT TO PLACE THE SAME EMPHASIS ON MTN AS DOES THE US AT THE PRESENT TIME. ARGENTINA REMAINS DOUBTFUL THAT THE US CONGRESS WILL APPROVE GENEROUS FORWARD-LOOKING TRADE LEGISLATION AND THAT THIS RAISES THE QUESTION CONCERNING WHEN AND IF SUBSTANTIVE, MEANINGFUL MTN NEGOTIATIONS

CAN START. SECRETARY TETTAMANTI INDICATED THAT GENERAL US OBJECTIVES AND GENERAL ARGENTINE OBJECTIVES IN MTN WERE RELATIVELY CLEAR AND KNOWN TO BOTH SIDES. HE FELT THAT WHAT WAS LACKING, WHAT WAS NOT SPELLED OUT FOR ARGENTINA'S BENEFIT, ARE SPECIFIC AND PRIORITY US OBJECTIVES WHICH WILL CREATE A SITUATION TO WHICH ARGENTINA AND OTHERS MAY HAVE TO ACCOMMODATE.

5. AMBASSADOR EBERLE AND MR FOX INDICATED THAT US PREPARATIONS FOR MTN, WHILE WELL ADVANCED, HAD NOT YET DEALT WITH ESTABLISHING PRIORITIES AMONG US OBJECTIVES AND RELATED PROBLEMS OF NEGOTIATING STRATEGY. IT WAS EXPLAINED THAT USG HAS UNDERTAKEN COMMITMENT, WHICH US MOST ANXIOUS TO FULFILL, TO CONSULT WITH LATIN AMERICAN COUNTRIES, INCLUDING ARGENTINA, SO AS TO BE ABLE TO TAKE INTO ACCOUNT THEIR VIEWS BEFORE US FIXED ITS FINAL POSITIONS WHICH WOULD HEAVILY INFLUENCE NEGOTIATING STRATEGY. USG FELT THAT ARGENTINA COULD MAKE A CONSIDERABLE CONTRIBUTION AS A LEADER AMONG LATIN AMERICAN GROUP AND THIRD-WORLD COUNTRIES IN PROVIDING IDEAS AND SUGGESTIONS ON HOW PREPARATIONS FOR MTN COULD BE FINALIZED AND IN ESTABLISHING PROCEDURES FOR NEGOTIATIONS WHICH WOULD ASSURE THAT THEIR INTERESTS WOULD BE PROPERLY TAKEN INTO CONSIDERATION DURING NEGOTIATIONS.

6. TETTAMANTI TERMED PREVIOUS DISCUSSION AS ONE STILL DEALING WITH GENERALITIES WHICH, WHILE IMPORTANT, WERE NOT THE PRELIMINARY CONCERN OF A MINOR PARTICIPANT SUCH AS ARGENTINA. HE STATED THAT ARGENTINA WAS CONCERNED WITH THE SUBSTANCE AND RESULT OF US DISCUSSIONS WITH THE EEC, NOT ONLY ON MTN PREPARATION BUT ON SUCH MATTERS AS NEGOTIATIONS UNDER ARTICLE 24:6 THAT COULD AFFECT ARGENTINA IN AN IMPORTANT WAY. THROUGHOUT

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PRS-01 SP-03 FEA-02 OMB-01 SWF-02 DRC-01 /193 W

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P R 301830Z APR 74  
FM AMEMBASSY BUENOS AIRES  
TO AMEMBASSY MANAGUA PRIORITY  
INFO SECSTATE WASHDC 6278

LIMITED OFFICIAL USE SECTION 2 OF 2 BUENOS AIRES 3124

MANAGUA FOR AMBASSADOR EBERLE; SECSTATE PASS STR

DISCUSSION, SECRETARY TETTAMANTI EMPHASIZED THE RELATIVELY MINOR PARTICIPATION OF ARGENTINA IN GATT NEGOTIATIONS AND APPEARED TO BE SUGGESTING THAT THE USG, WITH OR WITHOUT CONSULTATIONS, SHOULD KEEP MORE ARGENTINE INTERESTS IN MIND; AND PROTECT THEM.

7. AMBASSADOR EBERLE, SEEKING TO MAKE THE CONVERSATION MORE ORDERLY, EMPHASIZED THAT THE PREPARATION FOR MTN WAS A MATTER OF VERY HIGH IMPORTANCE AND PROVIDED SITUATIONS IN WHICH ARGENTINA, AS A LEADER OF THE LATIN AMERICAN GROUP, COULD PLAY AN IMPORTANT ROLE. HE INDICATED THAT SUPPORT FROM ARGENTINA IN EARLIER PHASES OF MTN PREPARATION HAS NOT BEEN AS STRONG AS IT MIGHT HAVE BEEN, AND ONE OF HIS PURPOSES DURING THE VISIT WAS TO SEEK GOA SUPPORT IN GIVING THIS ROLE A HIGHER PRIORITY. SECRETARY TETTAMANTI ACKNOWLEDGED THE JUSTICE IN AMBASSADOR EBERLE'S REMARKS BUT FUZZED THE ISSUE THROUGH REPEATING HIS PREVIOUS POINTS ON THE RELATIVE IMPORTANCE OF MTN TO THE US AND COUNTRIES LIKE ARGENTINA, THE MINOR LIMITED OFFICIAL USE

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PARTICIPANTS. HE DID, HOWEVER, INDICATE THAT ARGENTINA WAS WILLING TO CONSULT ON THIS AND OTHER MATTERS AND HAS NOW APPOINTED A NEW HIGHLY COMPETENT REPRESENTATIVE TO GATT, AMB GABRIEL MARTINEZ.

8. IN THE SUBSEQUENT DISCUSSION, IN WHICH AMB EBERLE URGED THAT GOA SEEK TO DECIDE WHAT ITS PRINCIPAL LINE OF COMMUNICATION AND CONSULTATIONS WITH THE US SHOULD BE ON MTN, RATHER THAN HAVING THE FUNCTIONS DIFFUSED AMONG ITS EMBASSY, ITS DELEGATION TO SCCN AND OTHERS, SECRETARY TETTAMANTI AGREED THAT A BETTER AND MORE SPECIFIC LINE OF COMMUNICATION SHOULD BE LAID OUT. HE STATED THAT AMB MARTINEZ WOULD BE ASKED TO ESTABLISH AND ARRANGE USEFUL LINES OF COMMUNICATION WITH AMB EVAR O'UD OFFICE.

9. THE MEETING ENDED ON A GOOD NOTE, EMPHASIZING THE PARTICIPANTS' AGREEMENT THAT DISCUSSIONS OF THIS TYPE PROVED USEFUL IN CLARIFYING MISUNDERSTANDINGS AND SETTING THE STAGE FOR CONCRETE STEPS IN COOPERATION BETWEEN THE TWO PARTIES.

10. COMMENT. GIVEN THE CIRCUMSTANCES OF AND TIMING OF THIS MEETING, WHICH FOLLOWED BY ONLY THREE DAYS THE RELAXATION OF HIGH TENSION BETWEEN THE USG AND GOA ON A SEPARATE BILATERAL ISSUE INVOLVING ARGENTINE TRADE WITH CUBA, THE MEETING APPEARED AS EXTREMELY USEFUL IN REESTABLISHING NORMAL, USEFUL DISCUSSIONS BETWEEN US AND GOA OFFICIALS ON IMPORTANT BILATERAL AND MULTILATERAL TRADE MATTERS.  
HILL

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## Message Attributes

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**TAGS:** ETRD, OVIP, AR, US, (EBERLE, WILLIAM), (TETTAMANTI, LEOPOLDO HUGO)  
**To:** MANAGUA  
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